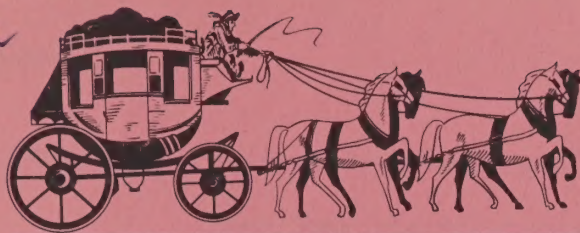


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NODAK CROP INSURANCE

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

NEWS

1958 Edition No. 1

January 3, 1958

GENERAL - After an absence of several months we are resuming the publication of the Nodak News and will try to keep it published during the remainder of the 1958 sales campaign and then as we have news during the rest of the year.

AGENT CHANGES - In Benson county, George Dickinson has been serving as a Service Agreement Agent since the passing of Ned Leier last summer. Fred Seibel, Grant county agent has other interests so is resigning as our agent. Elmer Kramer of Elgin has been appointed as Service Agent for the county. Our Logan County agent, Martin Schwartzengerger, left the State last summer so we have a Service Agent in that county too. He is Paul Hellmuth of Napoleon. Jim King decided that he wished to have the agency only in LaMoure County so he resigned as Ransom County Agent. Raymond Stroh, who has been working for Jim is the new agent. We welcome the new workers to our ranks.

SALES AND CANCELLATIONS - With this issue we are following our practice of listing sales and cancellations by Supervisor areas. The figures speak for themselves. We don't have to tell you that your work is cut out for you. We know that you know it. Your plans should be ready and so should you. We hope that the weather will continue to be good so that you can travel the by-ways as well as the highways and make the contacts that are so vital to a successful campaign.

January 3, 1978

Dear Mr. [Name]

I am writing to you regarding the [Subject]

which is currently being handled by the [Agency]

and I am sure that you will find the [Information]

contained in this letter to be of interest to you.

I am sure that you will find the [Information]

contained in this letter to be of interest to you.

I am sure that you will find the [Information]

contained in this letter to be of interest to you.

I am sure that you will find the [Information]

contained in this letter to be of interest to you.

I am sure that you will find the [Information]

contained in this letter to be of interest to you.

I am sure that you will find the [Information]

contained in this letter to be of interest to you.

I am sure that you will find the [Information]

contained in this letter to be of interest to you.

I am sure that you will find the [Information]

contained in this letter to be of interest to you.

ADVERTISING - Supervisor Schonberger's agents are again sponsoring a TV program over the Minot station. Agents in the Eastern part of the State and in Western Minnesota are discussing joint sponsorship of TV advertising over the Valley City Station. No doubt radio advertising is being set up throughout the State.

The advertising in the Dakota Farmer is all set for the coming issues. To date we have received 4 coupons from the first ad, two from McHenry county and two from Emmons. The two from McHenry county signed applications upon being contacted. The ones from Emmons haven't been contacted yet.

Regular newspaper advertising is also necessary to keep your product before your potential buyers. We hope that none of you neglect it.

PAMPHLETS, LETTERS - We have various pamphlets for your use. If you order a pamphlet and don't get it that means we are out of that particular one. Since some of those are old pamphlets we don't intend to order more. We can mimeograph letters for you if you don't have a machine available.

SALES REPORTS - Some of you still are not cooperating with us. We need your report to make ours complete.

CANCELLATIONS - We hate to mention the subject again but we want to remind you that all of them should be transmitted immediately to us so that we can mark the records accordingly. Review your files and be sure that all are transmitted. Some agent always manages to find one that was overlooked about the time we are wondering where the acreage report is.

PREMIUM COLLECTIONS * Review your accounts and try to get the unpaid ones paid up by March 31 or else more contracts will go by the way side.

—and the other side of the river.

to freq. without

-be VT to quietly acquiesce to sth

and is being

[Faint handwritten notes at the bottom of the page]

университетского

1894-1895

any other person or persons.

6. 10. 1971

1907

"TALE OF AN FCIC EMPLOYEE" or "ODE TO SERVICE"
By Peyton Winn in the "Needle"

When you sit at your desk full of papers
And you labor for eight hours a day,
Do you wonder sometimes if it's worth it-
If the problems are worth the small pay?
If ever you do have such doubtings,
And of course there are many who do,
Just remember the farmer you're serving
And that he has his problems, too.

After all, you have mastered the mystery
Of "Procedure for Agents, Part Six,"
And have learned all about cancellations,
Re-instatements you know how to fix.
His trouble with forms is terrific,
For what does he know of an "8",
It just looks to him like so much nonsense,
And his woes he'll not cease to relate.

Just use your Superior knowledge,
With your talents of tact be the boss.
For just you can service the papers
Which may save him from ruinous loss.
If the acreage report you have loused up,
And he later some damage reports,
Will you then be able to take it?
Will you blame him if he's out of sorts?

The end of my story is nearing,
But the moral I've yet to relate:
The fact that you have all that's needed
To make Crop Insurance just great.
For though coverages, rates are important
And are needed our course to pursue,
Most often the weak link is service,
And service depends upon YOU !!

APPLICATIONS RECEIVED AND CANCELLATIONS TO DATE
(January 3, 1958)

SUPERVISOR SCHONBERGER'S AREA
(Wheat)

COUNTY	CANCELLED	RECEIVED
Bottineau	69	4
Burke	26	0
Divide	23	0
McHenry	38	2
McLean	51	2
Mountrail	81	2
Renville	33	0
Rolette	118	8
Ward	81	3
Williams	135	6
<hr/>		
TOTALS	655	27

(FLAX)

Bottineau	9	5
McLean	26	0
Ward	41	6
<hr/>		
TOTALS	76	11

(MULTIPLE)

Pierce	27	4
<hr/>		
TOTALS	27	4

(BARLEY)

Williams	0	8
<hr/>		
TOTALS	0	8

SUPERVISOR OLSON'S AREA
(Wheat)

COUNTY	CANCELLED	RECEIVED
Burleigh	78	2
Emmons	21	0
Kidder	30	0
Logan	61	0
McIntosh	41	1
Mercer	42	0
Morton	99	7
Oliver	20	0
Sheridan	73	0
Wells	100	3
<hr/>		
TOTALS	565	13

(FLAX)

Emmons	9	0
Logan	40	0
McIntosh	6	0
<hr/>		
TOTALS	55	0

1902-1903. 1904-1905. 1906-1907. 1908-1909. 1910-1911. 1912-1913. 1914-1915. 1916-1917. 1918-1919. 1920-1921. 1922-1923. 1924-1925. 1926-1927. 1928-1929. 1930-1931. 1932-1933. 1934-1935. 1936-1937. 1938-1939. 1940-1941. 1942-1943. 1944-1945. 1946-1947. 1948-1949. 1950-1951. 1952-1953. 1954-1955. 1956-1957. 1958-1959. 1960-1961. 1962-1963. 1964-1965. 1966-1967. 1968-1969. 1970-1971. 1972-1973. 1974-1975. 1976-1977. 1978-1979. 1980-1981. 1982-1983. 1984-1985. 1986-1987. 1988-1989. 1990-1991. 1992-1993. 1994-1995. 1996-1997. 1998-1999. 2000-2001. 2002-2003. 2004-2005. 2006-2007. 2008-2009. 2010-2011. 2012-2013. 2014-2015. 2016-2017. 2018-2019. 2020-2021. 2022-2023. 2024-2025. 2026-2027. 2028-2029. 2030-2031. 2032-2033. 2034-2035. 2036-2037. 2038-2039. 2040-2041. 2042-2043. 2044-2045. 2046-2047. 2048-2049. 2050-2051. 2052-2053. 2054-2055. 2056-2057. 2058-2059. 2060-2061. 2062-2063. 2064-2065. 2066-2067. 2068-2069. 2070-2071. 2072-2073. 2074-2075. 2076-2077. 2078-2079. 2080-2081. 2082-2083. 2084-2085. 2086-2087. 2088-2089. 2090-2091. 2092-2093. 2094-2095. 2096-2097. 2098-2099. 2100-2101. 2102-2103. 2104-2105. 2106-2107. 2108-2109. 2110-2111. 2112-2113. 2114-2115. 2116-2117. 2118-2119. 2120-2121. 2122-2123. 2124-2125. 2126-2127. 2128-2129. 2130-2131. 2132-2133. 2134-2135. 2136-2137. 2138-2139. 2140-2141. 2142-2143. 2144-2145. 2146-2147. 2148-2149. 2150-2151. 2152-2153. 2154-2155. 2156-2157. 2158-2159. 2160-2161. 2162-2163. 2164-2165. 2166-2167. 2168-2169. 2170-2171. 2172-2173. 2174-2175. 2176-2177. 2178-2179. 2180-2181. 2182-2183. 2184-2185. 2186-2187. 2188-2189. 2190-2191. 2192-2193. 2194-2195. 2196-2197. 2198-2199. 2200-2201. 2202-2203. 2204-2205. 2206-2207. 2208-2209. 2210-2211. 2212-2213. 2214-2215. 2216-2217. 2218-2219. 2220-2221. 2222-2223. 2224-2225. 2226-2227. 2228-2229. 2230-2231. 2232-2233. 2234-2235. 2236-2237. 2238-2239. 2240-2241. 2242-2243. 2244-2245. 2246-2247. 2248-2249. 2250-2251. 2252-2253. 2254-2255. 2256-2257. 2258-2259. 2260-2261. 2262-2263. 2264-2265. 2266-2267. 2268-2269. 2270-2271. 2272-2273. 2274-2275. 2276-2277. 2278-2279. 2280-2281. 2282-2283. 2284-2285. 2286-2287. 2288-2289. 2290-2291. 2292-2293. 2294-2295. 2296-2297. 2298-2299. 2300-2301. 2302-2303. 2304-2305. 2306-2307. 2308-2309. 2310-2311. 2312-2313. 2314-2315. 2316-2317. 2318-2319. 2320-2321. 2322-2323. 2324-2325. 2326-2327. 2328-2329. 2330-2331. 2332-2333. 2334-2335. 2336-2337. 2338-2339. 2340-2341. 2342-2343. 2344-2345. 2346-2347. 2348-2349. 2350-2351. 2352-2353. 2354-2355. 2356-2357. 2358-2359. 2360-2361. 2362-2363. 2364-2365. 2366-2367. 2368-2369. 2370-2371. 2372-2373. 2374-2375. 2376-2377. 2378-2379. 2380-2381. 2382-2383. 2384-2385. 2386-2387. 2388-2389. 2390-2391. 2392-2393. 2394-2395. 2396-2397. 2398-2399. 2400-2401. 2402-2403. 2404-2405. 2406-2407. 2408-2409. 2410-2411. 2412-2413. 2414-2415. 2416-2417. 2418-2419. 2420-2421. 2422-2423. 2424-2425. 2426-2427. 2428-2429. 2430-2431. 2432-2433. 2434-2435. 2436-2437. 2438-2439. 2440-2441. 2442-2443. 2444-2445. 2446-2447. 2448-2449. 2450-2451. 2452-2453. 2454-2455. 2456-2457. 2458-2459. 2460-2461. 2462-2463. 2464-2465. 2466-2467. 2468-2469. 2470-2471. 2472-2473. 2474-2475. 2476-2477. 2478-2479. 2480-2481. 2482-2483. 2484-2485. 2486-2487. 2488-2489. 2490-2491. 2492-2493. 2494-2495. 2496-2497. 2498-2499. 2500-2501. 2502-2503. 2504-2505. 2506-2507. 2508-2509. 2510-2511. 2512-2513. 2514-2515. 2516-2517. 2518-2519. 2520-2521. 2522-2523. 2524-2525. 2526-2527. 2528-2529. 2530-2531. 2532-2533. 2534-2535. 2536-2537. 2538-2539. 2540-2541. 2542-2543. 2544-2545. 2546-2547. 2548-2549. 2550-2551. 2552-2553. 2554-2555. 2556-2557. 2558-2559. 2560-2561. 2562-2563. 2564-2565. 2566-2567. 2568-2569. 2570-2571. 2572-2573. 2574-2575. 2576-2577. 2578-2579. 2580-2581. 2582-2583. 2584-2585. 2586-2587. 2588-2589. 2590-2591. 2592-2593. 2594-2595. 2596-2597. 2598-2599. 2600-2601. 2602-2603. 2604-2605. 2606-2607. 2608-2609. 2610-2611. 2612-2613. 2614-2615. 2616-2617. 2618-2619. 2620-2621. 2622-2623. 2624-2625. 2626-2627. 2628-2629. 2630-2631. 2632-2633. 2634-2635. 2636-2637. 2638-2639. 2640-2641. 2642-2643. 2644-2645. 26

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1998

SUPERVISOR ERICKSON'S AREA

COUNTY	(Wheat) CANCELLED	RECEIVED
Cass	144	3
Griggs	28	69
Stutsman	130	13
Traill	55	4
TOTALS	357	89

(FLAX)

Cass	109	1
Stutsman	101	16
Traill	51	4
TOTALS	261	21

(MULTIPLE)

Barnes	31	13
Dickey	38	0
LaMoure	20	0
Ransom	50	0
Richland	82	6
Sargent	45	0
Steele	24	4
TOTALS	290	23

(BARLEY)

Cass	77	2
Traill	45	2
TOTALS	122	4

SUPERVISOR THEXTON'S AREA

COUNTY	(Wheat) CANCELLED	RECEIVED
Benson	102	1
Cavalier	151	2
Eddy	53	6
Foster	34	11
NELSON	51	2
Pembina	68	6
Ramsey	162	1
Towner	118	1
Walsh	98	6
TOTALS	837	36

(MULTIPLE)

Grand Forks	31	1
TOTALS	31	1

(FLAX)

Benson	43	0
Cavalier	0	0
Eddy	28	0
Foster	20	11
Nelson	17	1
Pembina	21	3
Ramsey	26	0
Walsh	93	2
TOTALS	248	17

(BARLEY)

Cavalier	0	0
Pembina	5	3
Walsh	0	18
TOTALS	5	21

REVENUE	EXPENSE	NET	REVENUE	EXPENSE	NET
1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31	32	33	34	35	36
37	38	39	40	41	42
43	44	45	46	47	48
49	50	51	52	53	54
55	56	57	58	59	60
61	62	63	64	65	66
67	68	69	70	71	72
73	74	75	76	77	78
79	80	81	82	83	84
85	86	87	88	89	90
91	92	93	94	95	96
97	98	99	100	101	102
103	104	105	106	107	108
109	110	111	112	113	114
115	116	117	118	119	120
121	122	123	124	125	126
127	128	129	130	131	132
133	134	135	136	137	138
139	140	141	142	143	144
145	146	147	148	149	150
151	152	153	154	155	156
157	158	159	160	161	162
163	164	165	166	167	168
169	170	171	172	173	174
175	176	177	178	179	180
181	182	183	184	185	186
187	188	189	190	191	192
193	194	195	196	197	198
199	200	201	202	203	204
205	206	207	208	209	210
211	212	213	214	215	216
217	218	219	220	221	222
223	224	225	226	227	228
229	230	231	232	233	234
235	236	237	238	239	240
241	242	243	244	245	246
247	248	249	250	251	252
253	254	255	256	257	258
259	260	261	262	263	264
265	266	267	268	269	270
271	272	273	274	275	276
277	278	279	280	281	282
283	284	285	286	287	288
289	290	291	292	293	294
295	296	297	298	299	300

SUPERVISOR MARKEL'S AREA

COUNTY	CANCELLED	RECEIVED
Adams	22	0
Billings	59	0
Bowman	54	0
Dunn	54	2
Golden Valley	60	1
Grant	38	0
Hettinger	35	0
McKenzie	54	0
Sioux	9	0
Slope	38	0
Stark	173	0
TOTALS	596	3

TOTALS (ALL AREAS)

COMMODITY	CANCELLED	RECEIVED
Wheat	3010	168
Flax	640	49
Multiple	348	28
Barley	127	33
TOTALS	4125	278

100

100

100

100

100



NODAK CROP INSURANCE NEWS

FARGO, NORTH DAKOTA

UNITED STATES DEPARTMENT OF AGRICULTURE

1958 Edition No. 2

January 21, 1958

SALES AND CANCELLATIONS - With the exception of Multiple counties, the cancellation period is over and we know what wheat, flax and barley business has been carried over to 1958. We don't know exactly how many contracts may still be lost because the premiums aren't paid by March 31. We do know that every effort must be made to get the premiums collected.

The cancellation figures show that all agents have their work cut out for them as we have said before. Have you taken advantage of the wonderful winter we have had to make contacts? Or have you let the days slip away as it is so easy to do? March 31 may seem a long time in the future but a close look at the calendar will show otherwise. Let's make every hour count in conducting our Sales Campaign from here on to the end.

ADVERTISING - The Dakota Farmer Ad has now resulted in 8 coupons from North Dakota farmers and 5 coupons from South Dakota and Minnesota farmers. It looks like our neighbor states are benefiting from our advertising too. The current issue (January 18) carries a short article on Crop Insurance on the "In Our Opinion" page. In addition our ad has been used as part of the Radio program sponsored by the Dakota Farmer over Stations KFYY-Bismarck and KVOX-Moorhead.

TV advertising is underway in the Northwest area and in the Eastern part of the State where Minnesota agents are also participating. The Advertising over KXJB-Valley City is on at 10:20 P.M., Wednesday nights.

The schedule for the TV ads over the Minot station is as follows:

6:05 P.M. news program every Wednesday from January 1 thru March 26.

6:00 P.M. weather program every Monday from February 3 thru March 31.

6:30 P.M. on March 30, a special one minute spot.

9:00 P.M. on March 7, 14, 21 and 28, special one minute ads.

We have received some copies of newspaper ads used by agents. Please send us copies of any ads you use.

Letters and pamphlets have been sent out during the past week by several agents. Again we request that you send us copies.

However, advertising will not do the entire job of selling, we must still get out and make the personal contacts.

SALES MEETINGS - We hope that every agent has made plans to attend the Sales

Meeting for his area. You will have the opportunity to meet and discuss your problems with the Area Director. While he has attended our State wide agents meetings and other meetings, many of you have not had a chance to meet with him and these meetings give you that opportunity. If you have any salesmen working for you, bring them along.

A new sales manual will be distributed at the meetings.

SALES REPORTS - Why can't we get reports from every agent every week?

20TH ANNIVERSARY - Crop Insurance got officially under way on February 16,

1938. The Corporation is planning publicity and public relations work in connection with this milestone. Can you determine the policyholders who have carried crop insurance since it was started in your county? If you can, please send us the contract numbers, names and the number of years that insurance has been carried.

APPLICATIONS RECEIVED AND CANCELLATIONS TO DATE
(January 20, 1958)

SUPERVISOR SCHONBERGER'S AREA
(Wheat)

COUNTY	CANCELLED	RECEIVED
Bottineau	71	5
Burke	25	0
Divide	24	0
McHenry	41	5
McLean	54	2
Mountrail	111	2
Renville	39	0
Rolette	121	9
Ward	95	4
Williams	131	6
TOTALS	712	33

(FLAX)

Bottineau	10	5
McLean	29	0
Ward	50	6
TOTALS	89	11

(MULTIPLE)

Pierce	35	4
TOTALS	35	4

(BARLEY)

Williams	0	20
TOTALS	0	20

SUPERVISOR OLSON'S AREA
(Wheat)

COUNTY	CANCELLED	RECEIVED
Burleigh	93	2
Emmons	26	0
Kidder	36	0
Logan	63	0
McIntosh	50	1
Mercer	48	1
Morton	109	9
Oliver	19	0
Sheridan	81	1
Wells	114	3
TOTALS	639	17

(FLAX)

Emmons	11	0
Logan	41	0
McIntosh	10	0
TOTALS	62	0

SUPERVISOR ERICKSON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Cass	161	4
Griggs	29	78
Stutsman	147	17
Traill	57	4
TOTALS	394	103

(FLAX)

Cass	117	1
Stutsman	120	20
Traill	53	4
TOTALS	290	25

(MULTIPLE)

Barnes	51	13
Dickey	52	0
LaMoure	20	0
Ransom	55	0
Richland	101	6
Sargent	45	0
Steele	32	4
TOTALS	356	23

(BARLEY)

Cass	92	3
Traill	46	2
TOTALS	138	5

SUPERVISOR THEXTON'S AREA

(Wheat)

COUNTY	CANCELLED	RECEIVED
Benson	121	1
Cavalier	181	2
Eddy	59	9
Foster	33	15
Nelson	55	2
Pembina	72	7
Ramsey	190	3
Towner	144	2
Walsh	121	7
TOTALS	976	48

(MULTIPLE)

Grand Forks	41	1
TOTALS	41	1

(FLAX)

Benson	48	0
Cavalier	0	0
Eddy	31	1
Foster	20	12
Nelson	19	1
Pembina	22	4
Ramsey	31	0
Walsh	111	2
TOTALS	282	20

(BARLEY)

Cavalier	0	0
Pembina	7	5
Walsh	0	18
TOTALS	7	23

SUPERVISOR MARKEL'S AREA
(Wheat)

COUNTY	CANCELLED	RECEIVED
Adams	42	0
Billings	59	0
Bowman	59	0
Dunn	62	2
Golden Valley	78	1
Grant	44	0
Hettinger	70	0
McKenzie	64	0
Sioux	11	0
Slope	43	0
Stark	172	1
TOTALS	704	4

TOTALS ALL AREAS

COMMODITY	CANCELLED	RECEIVED
Wheat	3425	205
Flax	723	56
Multiple	432	28
Barley	145	48
TOTALS	4725	337

1900

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1. The first step is to identify the problem or question that needs to be answered.

1944

14

1990